

TxDOT Road Lines

Volume 3, No. 9

Business Opportunity Programs Section Publication

November 2001

Who Wants to be a Prime Contractor? Part Two: Bidder Qualification Requirements

In the last issue, you were provided information on becoming prequalified as a prime contractor. Hopefully, some of you are now in the process of becoming prequalified to bid as a prime contractor with the Texas Department of Transportation (TxDOT).

Once you become prequalified, how do you know which projects are coming up for letting, how do you review/receive plans for a project, and what specifications govern the project? In this issue, we will answer these questions.

Prequalified contractors receive the Notice to Contractors. The Notice to Contractors is a detailed list of all projects that will be let for a particular month. The information includes the date the project will be let, estimated cost, listing of all items that will be performed and estimated quantities. The first Notice to Contractors is issued approximately one month prior to the letting. Additional Notice to Contractors are issued as other projects are added to the letting and as re-

visions are made to previously issued Notice to Contractors.

The Notice to Contractors is a valuable tool in determining which projects you want to bid on, amount of materials that will be required, and which items you wish to subcontract out if you are the successful low bidder. If you can't wait for the Notice to Contractors to get to you by mail, you can always find them on our website at <http://www.dot.state.tx.us/business/ntc.htm>.

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TxDOT-Small Business LINC New Mentor Protégé Program

TxDOT has approximately 1074 certified Disadvantaged Business Enterprises (DBE) and an additional 109 certified Small Business Enterprises (SBE). Only 26% of the firms certified consistently receive TxDOT highway construction or maintenance contracts or subcontracts. As a means of increasing the numbers of DBEs and SBEs doing business with TxDOT, a new mentor protégé program has been developed. In this program, TxDOT's Business Opportunity Programs Section (BOP) is the mentor to those firms with little or no TxDOT experience.

Learning, Information, Networking and Collaboration (LINC) is the concept of the new TxDOT-Small Business LINC Program. Through this program small business protégés will **learn** about TxDOT's business opportunities and will receive **information** to assist them in bid-

ding and performing on TxDOT's contracts. BOP will introduce the protégés to key TxDOT staff and to the prime contractors and provide **networking** opportunities with those individuals. BOP Mentors, in **collaboration** with TxDOT district staff, business consultants, bonding agents and trainers, will meet and work one-on-one with the protégés in scheduled meetings.

A pilot of the program was launched in Houston in July 2001. Nine small businesses participated in the program. The first phase of the program consisted of a series of three meetings. In this phase each firm was assigned a mentor from the BOP Section. The firms were introduced to individuals from the District Office and the Area Engineers' offices and were given an opportunity to discuss one-on-one the available contracting opportuni-

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From the Director



James Dossett

They all have elected and public officials attend so you may have an opportunity to meet them. Each one will provide you with great entertainment and a greater awareness of the business opportunities currently available.

Conferences are for the business person that is serious about learning new ways to market their business. One of the most valuable services that TxDOT's Business Opportunity Programs (BOP) Section provides at these events is the opportunity to complete our Business Opportunity Programs Business Profile. This is the first step in receiving one-on-one business appointments with appropriate TxDOT personnel.

I encourage you to pursue the advantages of attending business conferences. Let us know how we can help. Contact this office by calling our toll-free number, 1-866-480-2518 (see calendar page 8). 🇺🇸

TxDOT Road Lines **James Dossett, Editor** **Pat Merrill, Assistant Editor**

This publication is published quarterly for customers of the Business Opportunity Programs Section (small and minority businesses, prime contractors, Chambers of Commerce, and TxDOT employees). Contents of TxDOT Road Lines are not necessarily official views of, or endorsed by TxDOT. Printed circulation: 7,000.

Contributors

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Design and Publishing
TxDOT General Services Division
(Electronic Publishing Center)
(TxDOT Print Shop)

One of the more exciting methods of promoting TxDOT's business opportunities is through various economic forums and conferences. Conferences offer a unique atmosphere in which business transactions are the focus.

Who Wants to be a Prime Contractor?

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Now that you have decided you want to bid on a particular project, you will need a set of plans. If you are in the Austin area, you can review all the plans for an upcoming letting at our plan room located at 200 East Riverside Drive. Each District office will also have plans available for review for projects in their particular district. Sets of plans are also available from commercial blue print companies. A list of these companies can be located at <http://www.dot.state.tx.us/insdtdot/orgchart/des/plans/companies.htm>. We also have plans on our website at <http://www.dot.state.tx.us/business/plansonline/plansonline.htm>.

A must have are: copies of the 1993 Standard Specifications for Construction of Highways, Streets and Bridges and 1995 Standard Specifications for Construction and Maintenance of Highways, Streets & Bridges (Metric) referred to as Spec Books. The Spec Books spell out the requirements of materials, methods of construction, meth-

ods of measurement, and methods of payments for constructing highways, streets, and structures.

Contact our TxDOT Print Shop Publications Sales Office at (512) 451-6206 to purchase your Spec Books. Prices range from \$4.90 to \$9.56 depending upon which book you purchase, walk-in purchase, or city location they are mailed to. The website location to view the Spec Books is <http://www.dot.state.tx.us/business/specs.htm>.

Now that you're prequalified to bid as a prime contractor, reviewed the Notice to Contractors, examined the plans and decided which projects to bid on, you're one step closer to getting your first prime contract. In the next issue, we will discuss proposals, letting, and bidding requirements.

Until then, keep those pencils sharp. 🇺🇸

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Anna Isbell
512-416-2417
512-416-2536 - FAX

PROFESSIONAL SERVICES

Mario Medina
512-416-2322
512-416-2292 - FAX 🇺🇸

Congratulations!

Newly Certified as DBEs

If you need help with certification, contact the BOP Section at Toll free number (866) 480-2518.

New DBE Firms

M.E.P. Consulting Engineers
2704 Red Oak Ct.
Colleyville, TX 76034
Engineering

Ribbon Company
130 One Shell Plaza
Houston, TX 77002
Material Suppliers: Regular Dealer of Office Supplies; Equipment and Trophies & Plaques; Printing; Engraving

Ironhorse Ironworks, Inc.
11263 S. I-35
Lorena, TX 76655
Material Suppliers: Manufacturer of Metal Products

Thiel Manufacturing and Supply Company
12130 Highway 3, Bldg #5
Webster, TX 77289
Fencing; Traffic Control Devices; Material Suppliers: Manufacturer of Steel Formed and Welded Products; Metal Fencing; Steel Fabrication

Airport Lighting Systems, Inc.
1315 Brookside Drive, Suite K
Hurst, TX 76053
Material Suppliers: Regular Dealer of Parts & Fixtures Associated with Lighting an Airport, Heliport or Tower

Southwest Construction Company
1122 Jackson Street, Suite 618
Dallas, TX 75202
Minor Structures; Painting; Landscaping; Building Alteration and Construction

Dimensions Architects International
4150 Rio Bravo, Suite 102
El Paso, TX 79902
Architects

Willie Pierce Nursery & Landscape Service
709 South Broadway, #6
Tyler, TX 75701
Landscaping; Material Suppliers: Regular Dealer of Trees; Plants & Groundcover

Rhyner Construction Services, Inc.
103 Mae Drive
San Benito, TX 78586
Material Suppliers: Landscaping

Grand Echelon Investments, LLC
6600 Ed Bluestein, #501
Austin, TX 78714
Fencing; Traffic Control Devices; Landscaping; Flaggers; Mowing & Janitorial

Salas Constructors, Inc.
413 Lightsey Road
Austin, TX 78704
Earthwork; Minor Structures; Landscaping; Underground and Utility Work

Le Blanc Enterprises, Inc.
211 Shelby Lane

Grand Prairie, TX 75054
Earthwork; Fencing; Major Structures; Minor Structures; Concrete Paving & Incidentals; Landscaping; Rest Areas; Underground and Utility Work

Ambreco Construction
703 N. Main Street
Belton, TX 76513
Asphalt; Earthwork; Fencing; Illumination; Major Structures; Minor Structures; Concrete Paving & Incidentals; Hauling; Landscaping; Aggregates; Rest Areas; Underground and Utility Work

Grande Construction
Rt 11, Box 411
Mission, TX 78572
Minor Structures

Reflective Signs
2014 52nd Street
Lubbock, TX 79412
Material Suppliers: Manufacturer of Reflective Signs; Graphics; Banners; Posters; Magnetic Signs

FG Commercial A/C & Heating
295 U.S. Hwy 281
Brownsville, TX 78520
Material Suppliers: Regular Dealer of HVAC Parts & Supplies; HVAC Installation & Repair

C.R.I.S. & Associates
900 Mount Vernon Drive
Richardson, TX 75081
Professional Services: Engineering; T.V. Inspection; Testing & Cleaning of Sewer Lines

Priority Management Services
401 Twin Creek; #5F
Killeen, TX 76549
Aviation: Airport Master Planning & Airport Management; Proposals; Specific Application Assistance for Government Contracts

Mars Industries, L.L.C.
188 Heritage Oaks Drive
Cedar Creek, TX 78612
Minor Structures; Pumps and Water Treatment Equipment

Roca Construction Company
HC70 Box 29
Anglers St. Shrimp BSN.
Brownsville, TX 78521
Fencing; Painting; Concrete Paving & Incidentals; Steel Fabrication; Rest Areas

Robinson & Associates
2600 Lamar Avenue, Suite B
Paris, TX 75460
Real Estate Appraiser

D & D Resurfacing Company
4701 Mallard Lane
Killeen, TX 76542
Tile work and Resurfacing

Napier & Associates
1921 Miles Avenue
Austin, TX 78745
Wholesale Commodities

Key Service Plus Supply Company
2125 Cannon Dr
Hurst, TX 76054
Public Transit: Regular Dealer of Fuel and Additives

E-Squared
43969 Tavern Dr., Suite 200
Ashburn, VA 20147
Transportation Consulting in Intelligent Transportation Systems

Accurate Counts
807 N. Joe Wilson Rd, Suite 100
Cedar Hill, TX 75104
Traffic Data Collection Service; Traffic Counts; Turning Movement Counts; Parking Studies

DDMS Technologies, Inc.
1110 Nasa Road One, Suite 205
Houston, TX 77058
Information Systems; Database & Software Development and Management Information Systems

Circle D Transportation
3414 Pecan Drive
Temple, TX 76502
Hauling

Running Horse Construction, Inc.
14002 N. Yorktown Avenue
Skiatook, OK 74070
Hauling; Minor Excavation & Demolition

M.A.N.S. Distributors, Inc.
6719 Levelland Drive, Suite 200
Dallas, TX 75252
Janitorial; Chemical; Paper & Plastic Products

Choctaw Erectors, Inc.
530 Bedford Road
Bedford, TX 76155
Major Structures; Steel and Precast Erection

A Z Rebar Contractor
6201 Duke Drive
Corpus Christi, TX 78414
Major Structures: Rebar Placement & Tying

Snell Construction Consultant Co.
4770 Oak Knoll Lane
Montgomery, TX 77316
Inspect Construction Projects

Jada International Corp.(Environmental Design & Maintenance)
7931-C Corinth Street
Houston, TX 77275
Landscaping; Mowing & Tractor Service

Junction Landscape Maintenance & Irrigation
29018 Quail Road
Katy, TX 77493

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Congratulations! Newly Certified as DBEs

Landscaping; Material Suppliers: Row
Mowing

Integrated Logistical Support, Inc.
636 Carondelet Street
New Orleans, LA 70130
Engineering

Silva, Inc.
6130 FM 2218
Richmond, TX 77469
Asphalt; Earthwork; Traffic Control Devices;
Milling

A & B Construction Pavers
8215 Sanford Street
Baytown, TX 77521
Earthwork; Major Structures; Minor
Structures; Concrete Paving & Incidentals

Point and Click Computers
2501 S. WS Young Drive, Suite 310
Killeen, TX 76542
Retail Sales; Servicing; Upgrading &
Networking Computers

Core Rehabilitation, Inc.
3700 Fredericksburg, Suite 224
San Antonio, TX 78201
Fencing; Painting; Landscaping; Rest Areas

Southern America United Network
5823 Lake Bluff
San Antonio, TX 78222
Administrative Management and General
Management Consulting Services

The Division 15 Group, Inc.
405 Stephenson Street
Victoria, TX 77903
Commercial Properties; Underground and
Utility Work

Sharon Greene and Associates
275 Centennial Way, Suite 104
Tustin, CA 92780
Transportation Financial Planning and
Analysis Consulting Services

Roadway Technologies, LLC
Route 2, Box 250
Prague, OK 74864
Roadway Surface Treatment; Profilograph
Roads and Bridges

LKG-CMC, Inc.
707 Wilshire Blvd., Suite 3600
Los Angeles, CA 90017
Management Consulting

Owner/Operator

Mario A. Garza
517 E. Brazos Street
Uvalde, TX 78801

Jesus H. Moreno
P.O. Box 225
Knippa, TX 78870

John G. Rodriguez
115 W. Mill Street
Uvalde, TX 78801



TxDOT District Offices

DISTRICT	ADDRESS	TELEPHONE
ABILENE	4250 N. Clack P O Box 150 79604	915-676-6802
AMARILLO	5715 Canyon Dr. 79110 P O Box 2708 79105	806-356-3200
ATLANTA	701 E. Main Austin, TX 75551	903-796-2851
AUSTIN	7901 IH-35 N P O Drawer 15426 78761	512-832-7000
BEAUMONT	8350 Eastex Freeway Beaumont, TX	409-892-7311
BROWNWOOD	2495 Texas 183 N Brownwood, TX 76802	915-646-2591
BRYAN	1300 N Texas Ave. Bryan, TX 77803	979-778-9714
CHILDRESS	7599 US 287 Childress, TX 79201-9705	940-937-2571
CORPUS CHRISTI	1701 S Padre Island P O Box 9907 Corpus Christi, TX 78469	361-808-2300
DALLAS	4777 US 80 E, Mesquite PO Box 133067 Dallas, TX 75313-3067	214-320-6100
EL PASO	13301 Gateway Blvd. West El Paso, TX 79928-5410	915-790-4200
FORT WORTH	2501 SW Loop 820 P O Box 6868 Fort Worth, TX 76115	817-370-6500
HOUSTON	7721 Washington Ave. P O Box 1386 Houston, TX 77251	713-802-5000
LAREDO	1817 Bob Bullock Loop Laredo, TX 78043	956-712-7400
LUBBOCK	135 Slaton Hwy. P O Box 771 Lubbock, TX 79408	806-745-4411
LUFKIN	1805 N Timberland Dr. Lufkin, TX 75901	936-634-4433
ODESSA	3901 US 80 E Odessa, TX 79761	915-332-0501
PARIS	1365 N. Main St. Paris, TX 75460	903-737-9300
PHARR	600 US 83 W Express P O Drawer EE Pharr, TX 78577	956-702-6100
SAN ANGELO	4502 Knickerbocker Rd. San Angelo, TX 76904	915-944-1501
SAN ANTONIO	4615 NW Loop 410 P O Box 29928 San Antonio, TX 78229-0928	210-615-1110
TYLER	2709 W Front St. Tyler, TX 75702-7712	903-510-9100
WACO	100 S Loop Dr. P O Box 1010 Waco, TX 76786	254-867-2700
WICHITA FALLS	1601 SW Parkway Wichita Falls, TX 76302	940-720-7700
YOAKUM	403 Huck St. P O Box 757 Yoakum, TX 77995	361-293-4300

Beaumont District - Employee Initiative

Andrea Lewis stands out among her peers as an employee who takes initiative. Andrea asked to come to Austin and meet with the Business Opportunity Programs (BOP) Section staff. Andrea is the Beaumont DBE liaison and is responsible for administering the Disadvantaged Business Enterprise (DBE), Historically Underutilized Business (HUB) and Small Business Enterprise (SBE) programs.



Upon her visit, the BOP's Certification, Education & Outreach, Goal Setting and Compliance and Complaints branches met with Andrea and provided her with an overview of their operations. Andrea comments, "My recent visit to the BOP office was well received. I would like to thank everyone in the BOP office for sharing their knowledge and expertise with me. I left with a better understanding of how each group works together."

James Dossett, BOP Director commented, "Our job is made easier when the individuals in the districts, responsible for monitoring the programs, understand the programs and understand our role in administering them. We would like to see more districts take the same initiative as Andrea took, to learn about the DBE/HUB/SBE programs and the BOP Section. We welcome your visit." 📍



James Dossett, (left) Juan Vega (center) meet with Andrea Lewis (right) to discuss the functions of the DBE Goal Setting Branch.

DID YOU KNOW...?

Corpus Christi Shares Project Diary Documentation Practice

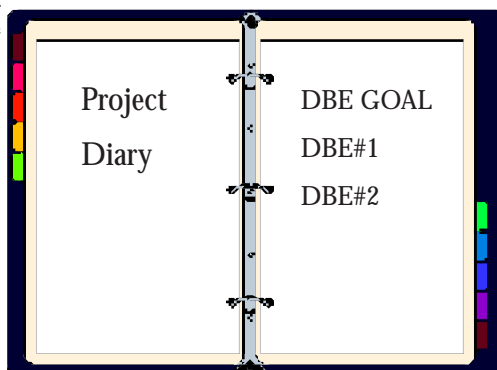
The Project Diary, is an important administrative tool that TxDOT and Federal Highway Administration (FHWA) has relied on to oversee the use of DBEs on Federal-aid projects. It is of the utmost importance that a list of such DBEs be readily available to ensure compliance.

The DBE regulation (49 CFR 26) and TxDOT's DBE Program, which was developed pursuant to those regulations, govern the use of DBEs on Federal-aid projects. On a project site, TxDOT Project Managers, Inspectors, Area Engineers, etc. must ensure that the requirements of the program are satisfied when a DBE goal has been assigned to a project and the prime contractor has committed to using certain

DBE firms to satisfy the goal. This includes ensuring the DBE firm performs a commercially useful function (CUF) and the DBE firm is not substituted for another unless it is unwilling or unable to perform the work.

To make determinations regarding these issues, TxDOT and FHWA usually rely on the information gathered from project personnel assigned to the project and their records, especially the TxDOT project diaries. The project personnel need to know when a DBE goal has been assigned to a project and the

DBE firms, the prime contractor, has selected to meet the goal. The Project Diary provides a record that personnel could check as a reference when needed. The requirement is that the information is communicated to the personnel



From the Office
of the
Corpus Christi
District
Construction
Records:

responsible for ensuring compliance.

The FHWA has recommended that the DBE subcontractor(s), approved to work on the project, be posted in the field office and/or with the project diaries. This district concurs with the recommendation and has implemented it. 📍

TxDOT – Small Business



LINC Program

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ties. The BOP Section gave a presentation on TxDOT's Internet WebPage and Plans On-Line and workstations were set up so the firms could get hands on experience. Also, presentations and portfolios of the protégés were developed in preparation for a meeting with the prime contractors.

In the second phase of the program, the prime contracting community was invited to meet the protégés. Each prime contractor received a packet, which included a portfolio of each protégé. During the meeting, a presentation was given by each firm participating in this pilot. The firms were then given an opportunity to meet individually with representatives of the prime contracting community. Each prime contractor was

given an evaluation to complete. As reflected in their comments, the meeting was very effective.

Prime Contractors' Comments

- * visual highlighting of the individual firms was useful
- * networking was very useful
- * great idea/very effective
- * presentations provide primes with who is out there seeking work
- * good format
- * very effective means to meet face to face
- * good information and references
- * brochure packet done very well
- * need more future meetings

In the third phase of the program, the protégés were invited to a Maintenance

meeting where information on contracting opportunities, bidding requirements, bonding and bidding and estimating training were provided.

Due to the success of the pilot, sessions have been planned for the San Antonio, Austin, Pharr and Dallas Districts for calendar year 2002. DBEs, HUBs and SBEs will be notified with information and furnished with applications to submit for participation in the sessions. In order to develop an effective mentor protégé relationship, the sessions are limited to 20 protégés per district. District personnel will be contacted to assist with the program and prime contractors will be invited to meet new potential subcontractors.

We at BOP want to acknowledge the



Learning Information Networking Collaboration

District staff that assisted us with the program in Houston. Our thanks to Gary K. Trietsch, District Engineer for his support of the program and to Mike Alford, Director of Maintenance; Walter Torres, Assistant Director of Construction and Contract Administration; Quincy Allen, East Harris County Area Engineer; Bill Babbington, Galveston County Assistant Area Engineer; Clifford Halvorsen, Central Houston Area Engineer; Gregg Ranft, Waller & West Harris County Area Engineer; Doug Stephens, North Harris County Area Engineer; Henry Quiroga, North Harris County Assistant Area Engineer; Tesfaye Mesfin, Montgomery County Assistant Area Engineer; Nancy Adamson, Fort Bend County Assistant Area Engineer; Jose M. Ramirez,

Galveston County Area Engineer; Joseph Waring, South Harris County Assistant Area Engineer; Jeffery Thomson, Galveston County Engineer Specialist and Dock S. Gee, Traffic Systems Construction Engineer.

We also want to take this opportunity to acknowledge the prime contractor representatives that participated in a session to meet the protégés. Our thanks to W. K. Neely, NBG Constructors, Inc.; Paul Schnake, John Reed and Company, Inc.; Dennis Troland, Ryan Landscaping, Inc.; Larry Schneider, Deavers Construction, L.P.; Jim King, Cutler Repaving, Inc.; Wyndell McDaniels, Florida Traffic Control Devices, Inc.; Brandon Schweitzer, Lone Star Road

Construction, Inc.; W. B. Smith, J. D. Abrams, L.P.; Charles Bobo, Statewide Traffic Signal; Jerry Mayer, McCarthy Building Companies, Inc.; Doug Pitcock, Audis Hill, Randy Rogers, and Billie Burns, Williams Brothers Construction Co., Inc.; Mike Dillow and Joe Hollaway, Zachry Construction Corporation; Eric Danielsen and Mark Browne, Infrastructure Services, Inc.; Cory Warr, United Rentals Highway Technologies; and Mike Walsh, Mica Corporation.

For additional information on the TxDOT-Small Business LINC program, contact Cynthia Gonzales at BOP's toll free number 866-480-2518.



2001 Calendar of Events

	Date	Time	Event	Location	Telephone
October	30	3-5 p.m.	Region 1 DBE/HUB/SBE Liaison Meeting	University of Houston (Hilton Hotel)	(866) 480-2518
November	1-3		"Diversity Builds Success" Forum	Dallas-Omni Mandalay Las Colinas Irving, Texas http://www.ohconline.org	(214) 523-3411
November	6	2-4 p.m.	"Opportunities in Procurement" Forum	Tyler-Robert Muntz Library, Rm. 401 3900 University Blvd.	(903) 566-7242 (512) 499-4610
November	6	3-5 p.m.	Region 8 DBE/HUB/SBE Liaison Meeting	University of Texas-Tyler Robert R. Muntz Library	(866) 480-2518
November	6 - 7	1:00 p.m.	TxDOT Letting	Austin - 200 E. Riverside, Rm. 101	(512) 416-2540
November	8	2-5 p.m.	Region 6 DBE/HUB/SBE Liaison Meeting	TxDOT District Office El Paso	(866) 480-2518
December	4 - 5	1:00 p.m.	TxDOT Letting	Austin - 200 E. Riverside, Rm. 101	(512) 416-2540
December	5	7-7 p.m.	"How To Get In The Game and Stay In The Game"	San Antonio Convention Center http://www.co.bexar.tx.us/smwbe/	(210) 335-2478

DBE/HUB/SBE LIAISON COMMITTEE

The DBE/HUB/SBE Committee has served as a resource in developing a stronger working relationship between TxDOT and the DBE/HUB/SBE business community by providing information about TxDOT's purchasing and contracting processes. DBE/HUB/SBEs have increased their ability to sell products and obtain contracts by attending regional liaison meetings. The focus of these meetings is to introduce businesses to TxDOT purchasers and contract managers. DBE/HUB/SBEs have the opportunity to market their businesses directly to TxDOT at these meetings.

The State of Texas is divided into eight (8) regions and each region has elected 2 delegates. The delegates are owners of certified DBE, HUB and/or SBE firms. Their function is to preside at regional meetings, provide information and represent their region at the Statewide meetings. You are encouraged to get to know the delegates in your region and attend regional meetings (see Calendar). The current delegates are;

Region 1 - Beaumont, Bryan, and Houston Districts
David Eastwood

Geotech Engineering & Testing, Inc.
Phone (713) 699-4000
Gloria Smith
PSA Consulting
Phone (281) 438-5614

Region 2 - Dallas, Fort Worth, Paris, Waco and Wichita Falls Districts

Fernando Laclette
Laclette International Consulting
Phone (972) 699-1367
Edward Gibson
Gibson & Associates
Phone (972) 271-6120

Region 3 - Austin, San Antonio and Yoakum Districts

Cathy Chriske
Desert Shield International
(830) 899-8502
Vacant

Region 4 - Corpus Christi, Laredo and Pharr Districts

Annette Chavez
POSTNET
Phone: (956) 687-5224
Vacant

Region 5 - Amarillo, Childress, and Lubbock Districts
Mary Ellen Brandt

Brandt Engineers, Inc.
Phone (806) 353-7233
Judy Ortiz
J OZ Construction Company
Phone (806) 783-8944

Region 6 - El Paso District

Jesus Candelaria
JMC Consultants
Phone (915) 581-9770
Conrad Conde
Conde, Inc.
Phone (915) 592-0283

Region 7 - Abilene, Brownwood, Odessa and San Angelo Districts

Rebecca Scott
MIDESSA Industrial Vinyl Company
Phone (915) 333-3055
Rudy Breda
Rudy Breda Rodbusters Company
Phone (915-949-8931

Region 8 - Atlanta, Lufkin and Tyler Districts

Alice Richardson
Richardson Environmental & Excavation Service
Phone (903) 792-3371
Vacant
For additional information you may contact the BOP Section office at (866) 480-2518.

Why Attend Business Conferences?

There are several questions that you need to ask yourself in order to make a decision to attend business conferences. First of all, do I have all the business I want and can handle? Do I need to expand my contacts in other areas of the state? Do I need to find out what other businesses are doing to promote their products and services? Do I need to know about my competition? Do I know about all of the opportunities and services available to my business? Do I want to meet great people and have a good time? I will assume that the majority of you answered yes to all of the above questions. So let's pursue the advantages of attending business conferences.


TxDOT has been attending business and economic forums and conferences for many years. The conferences allow us to provide companies and individuals information regarding the business opportunities that are currently available. We are also

able to provide the necessary requirements for submitting a bid. Too often we encounter businesses lacking the knowledge of the procurement and contracting procedures that are essential in completing a bid package.

One of the most valuable services that TxDOT's Business Opportunity Programs (BOP) Section provides at these events is the opportunity to complete our Business Opportunity Programs Business Profile. Attendees that visit our display booth are invited to complete a profile form. This is the first step in re-

ceiving one-on-one business appointments with the appropriate purchasers and contract managers at TxDOT. We will walk your business through all of the appropriate procedures to become a knowledgeable bidder with TxDOT.

Conferences are for the business person that is serious about learning new ways to market their business. Conferences provide a wide selection of workshops, expo shows, partnering socials, networking opportunities, electronic commerce and forums for small and minority-owned businesses to secure major contracts with public and private entities. Also, you will be able network with elected and public officials.

On the light side, these conferences offer a varied selection of networking and social events. There will be golf tournaments, casino parties, receptions, dances and a lot of good food. To sum it all up, conferences provide a unique atmosphere to promote one's business. 



"See you at the next event."

On-Line Business Applications

Precertification Application
Professional service contracts
<http://www.dot.state.tx.us/insdt-dot/orgchart/des/continfo/precert.htm>

Prequalification Application
Construction & maintenance contracts
<http://www.dot.state.tx.us/business/prequalify.htm>

Bidder's Questionnaire
Maintenance & construction contracts
<http://www.dot.state.tx.us/business/prequalify.htm>

HUB Application
Goods & services
<http://www.gsc.state.tx.us/hub-bid/forms/index.html>

Order Form • Order Form • Order Form

- ☐ DBE Certification Application
- ☐ DBE Certification Application for Truck Owner-Operator
- ☐ Business Networking Resources
- ☐ Plan Room request form
- ☐ TxDOT's DBE/HUB/SBE Rules
- ☐ Technical Assistance information
- ☐ DBE/HUB/SBE Liaison Committee info
- ☐ List of TxDOT districts and purchasers
- ☐ Other (please specify) _____

Please send the items indicated above to:

Please type or print.

Name _____

Company _____

Address _____

City, State & Zip _____

Phone # _____

e-mail _____

*Do you have a question?
Or a suggestion!*

Let us hear from you.

San Antonio District

Jim Parker

Jim Parker, the San Antonio District Purchasing Manager is a constant opportunity seeker. Through his creative efforts the Disadvantaged Business Enterprises (DBE's) and Historically Underutilized Businesses (HUB's) in the San Antonio District are given an opportunity to make their economic visions a reality.


"Our job is to show small businesses the process they need to follow to do business with the state of Texas," he said. "The best way to make this process even more successful is to meet with prospective contractors one-on-one, have them ask questions, get a feel of their progress and to help them, when needed," he added.

His career has been one of a very unique and diverse nature; from military service, to purchasing agent for industry to his current position as district purchasing administrator. He is also certified by the National Institute of Government Purchasers as a Certified Professional Public Buyer and by the state as a Certified Texas Purchaser.

He stresses the need for small businesses to subscribe to the Centralized Master Bid List (CMBL). Once businesses are placed on the CMBL, they will receive a notification of contracts available for bidding from TxDOT as well as other state agencies that use the list.

"It will not guarantee that a vendor will make a successful bid on a contract," said Parker, "but it will offer an opportunity that they might otherwise not have had."

In addition to one-on-one appointments, Jim faithfully attends economic forums and meetings looking for businesses that may qualify as a HUB, DBE or potential TxDOT vendors.

Jim takes every opportunity to inform, receive input and interact. "I love my job and the chance to help small businesses grow," said Parker. Statistics indicate that he not only loves his job but is most successful in helping businesses qualify for contracts with TxDOT. 



Jim Parker



Visit us on-line...

www.dot.state.tx.us




BUSINESS OPPORTUNITY PROGRAMS SECTION
CONSTRUCTION DIVISION
TEXAS DEPARTMENT OF TRANSPORTATION
125 E 11TH ST
AUSTIN TX 78701-9525



FACT NOTES:

According to the press release this summer by the U.S. Census Bureau of the U.S. Department of Commerce, minority-owned businesses grew four times faster than the national average between 1992 and 1997.

Minority businesses grew by thirty percent while the U.S. average was seven percent. Receipts for all minority-owned firms (excluding C corporations) rose 60 percent to \$335.3 billion in 1997, compared to a 40 percent increase for all U.S. businesses over the same period.

Thirty-nine percent of all such businesses had 1997 receipts of under \$10,000 and about three percent had receipts of \$1 million or more. Average receipts per firm were \$194,600 compared with \$410,600 for all U.S. firms, except publicly held corporations. 



Alpha Sim Technology, Inc.

Alpha Sim Technology, Inc. (Alpha Sim) was incorporated in June of 1991 in the State of Texas. Its founder, Dr. Vish Mantri has extensive experience in the fields of mathematical modeling and simulation for dynamic process systems. Typical application of Alpha Sim's expertise is in developing simulation software for the management and operations of traffic control systems (airways, roadways, waterways). Operator training using simulation software has been utilized extensively in the chemical plant operations, nuclear, fossil, geothermal power plants and aerospace industries. While developing simulation systems for such companies as Enron, Marathon and Valero, Alpha Sim Technology's engineers and staff have extensive experience in the fields of Process Simulation and Modeling, Distributed Control Systems configuration, and Operator Training Systems.


As a State of Texas certified QISV and HUB with expertise in software engineer-

ing (Item Codes 208,209,918,920), Alpha Sim has provided instructor led software training services to the Texas Department of Transportation under the TAP program. The company's Internet team has successfully completed development services in the web publishing of e-training manuals, e-Books and other legal reference documents for the Texas Office of the Courts Administration. Web expertise provided to private industry clients, include integrated databases, development of e-commerce sites and MIS applications.

In April 1999 Alpha received its 8(a) certification from the Federal Small Business Administration. Alpha Sim is certified as Historically Underutilized Business (HUB) by the State of Texas, City of Houston and Houston Minority Business Council. Also, certified by the Texas Board of Public Accountancy, Texas Workforce Commission and Houston Galveston Area Council and can offer CEU credits. Also, certified by the Texas Board of Public Accountancy and

can offer CEU credits.

Dr. Vish Mantri earned a Ph.D. from Rutgers University and has provided leadership, management and engineering expertise to General Electric Bechtel, M.W. Kellogg, and Scientific Software Intercomp.

Contact: Dr. Vishakh (Vish) Mantri, P.E. (President) [vmantri@alphahou.com] 



Dr. Vish Mantri

MIRATEK Corporation

Mr. Joe Diaz, founder (CEO) and President of MIRATEK Corporation is a home grown product of El Paso (graduate of Jefferson High School), Texas. He holds a BS Degree in Mechanical Engineering from the University of Texas at Austin and an MBA degree from the University of North Texas. His extensive technical expertise was developed over a multi-year career with internationally recognized companies (Exxon, IBM, General Dynamics and EG&G) in roles involving program development/administration, problem-solving/data analysis, staff training/supervision, field research and technical reporting program oversight, and both internal and external liaison responsibilities at the executive level. In all aspects of product development, demonstrated superior knowledge of technology, data operations, and marketing of commercial, military, and R & D programs.

In addition, to building a successful firm, Joe Diaz is involved in programs to assist Disadvantaged Business Enterprises (DBE's) and other minority organizations to develop strong internal technical tools to succeed in a competitive business environment. MIRATEK has been a participant in the

TXDOT BOP Technical Assistance Program (TAP) since 1997.

During this period MIRATEK has provided TXDOT TAP services to over 20 firms in the El Paso area. Some of these DBE firms have gone on to experience great success in procuring and performing on TXDOT contracts.

In addition, Mr. Diaz participates actively in programs designed to develop the technology infrastructure and upgrade the low skill/low wage labor pool in the economically depressed El Paso area.

MIRATEK has been positioned to compete and support a diversified market/client mix (federal, state, commercial and international (multi-national) organizations):

* International Maquiladoras (i.e. Scientific Atlanta, Thermodysc, Delphi, CAPSONIC, Aerovox, PROCON, etc.)

* Commercial/Industry (El Paso Electric, El Paso Energy, Orbital Sciences Corporation, Rio Grande Portland Cement, Levi's, etc.)

* Government (Fort Bliss, White Sands Missile Range, Holloman Air Force Base,

Border Environment Cooperative Commission, Texas Department of Transportation, Raytheon, Goodrich, Bell Helicopter, Lockheed, US Customs, etc.)

MIRATEK was recently selected as the Fort Bliss SBA Prime Contractor of the Year (2000). Also, MIRATEK earned the U.S. Small Business Administration's "Administrator Award of Excellence (2000)". In addition, MIRATEK was ranked number #22 out of the top 100 (out of 2000 firm's nominated nationwide) fastest growing inner city firms for 2001 by INC. Magazine

Contact: Joe Diaz, CEO, MiratekCorporation.com 



Joe Diaz

TxDOT

Business Opportunity Programs

Phone & Fax Numbers

AC 512

	Phone	Fax
Main number	486-5500	486-5509
Certification & Audit	486-5530	486-5539
Goal Setting & Data Reporting	486-5540	486-5519
Compliance & Complaints	486-5510	486-5519
Education & Outreach	486-5530	486-5529

New toll-free number: 866-480-2518

TxDOT Engineering Plans On-Line

TxDOT engineering plan sets for construction and state-let maintenance projects are on the TxDOT web site. To get to plans online:

Go to www.dot.state.tx.us

Click the Business link,

Click the Plans Online link.

If you should need assistance with this site, please call 1-888-900-7322 or e-mail us at plansol@dot.state.tx.us

Visit TxDOT on the Web

If additional assistance is needed please contact the BOP Section at our toll free number (866) 480-2518

TxDOT Home Page

“Doing Business with TxDOT”

“Texas Turnpike Authority Contract Information”

“Right of Way Acquisition Contract Information”

“Specification Information”

www.dot.state.tx.us

click **Business**

click **Business, Texas Turnpike Authority**

click **Business, Right of Way Acquisition**

click **Business, Specification Information**



Business Opportunity Programs Section
Construction Division
Texas Department of Transportation
125 E. 11th Street
Austin, Texas 78701-2483